

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	221	181	+22.1%	1,475	1,407	+4.8%
New Listing Volume	\$91,484,281	\$67,205,084	+36.1%	\$590,947,270	\$520,799,230	+13.5%
Active Listing Count	434	518	-16.2%	N/A	N/A	
Active Listing Volume	\$219,263,264	\$243,651,941	-10%	N/A	N/A	
Average Listing Price	\$505,215	\$470,371	+7.4%	\$482,450	\$478,719	+0.8%
Median Listing Price	\$407,450	\$382,500	+6.5%	\$402,561	\$388,013	+3.7%
Median Days in RPR	53	82.5	-35.8%	74.16	82.66	-10.3%
Months of Inventory	2.4	4.2	-42.6%	3.2	3.3	-2.9%
Absorption Rate	41.71%	23.94%	+17.8%	31.14%	30.25%	+0.9%
Sales Activity Charts Metrics						
New Pending Sales Count	204	155	+31.6%	1,380	1,162	+18.8%
New Pending Sales Volume	\$71,210,146	\$58,257,543	+22.2%	\$516,861,558	\$400,482,912	+29.1%
Pending Sales Count	311	229	+35.8%	N/A	N/A	
Pending Sales Volume	\$120,807,324	\$84,353,697	+43.2%	N/A	N/A	
Closed Sales Count	205	172	+19.2%	1,089	960	+13.4%
Closed Sales Volume	\$77,239,482	\$58,977,643	+31%	\$400,065,405	\$317,836,668	+25.9%
Average Sales Price	\$376,778	\$342,893	+9.9%	\$367,370	\$331,080	+11%
Median Sales Price	\$329,000	\$282,500	+16.5%	\$326,434	\$294,048	+11%

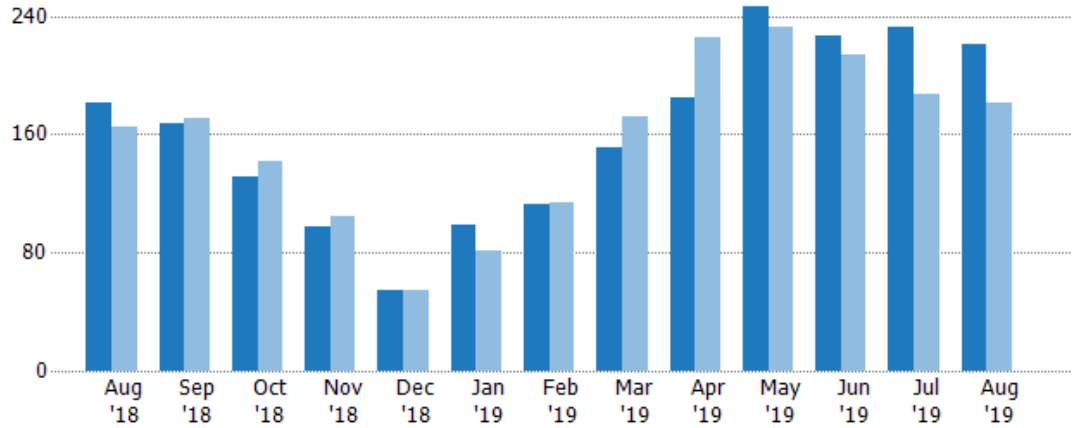
New Listings

The number of new residential listings that were added each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Aug '19	221	22.1%
Aug '18	181	9.7%
Aug '17	165	0.6%



Current Year	181	167	131	97	54	99	113	151	185	247	227	232	221
Prior Year	165	171	142	105	54	81	114	172	225	233	214	187	181
Percent Change from Prior Year	10%	-2%	-8%	-8%	0%	22%	-1%	-12%	-18%	6%	6%	24%	22%

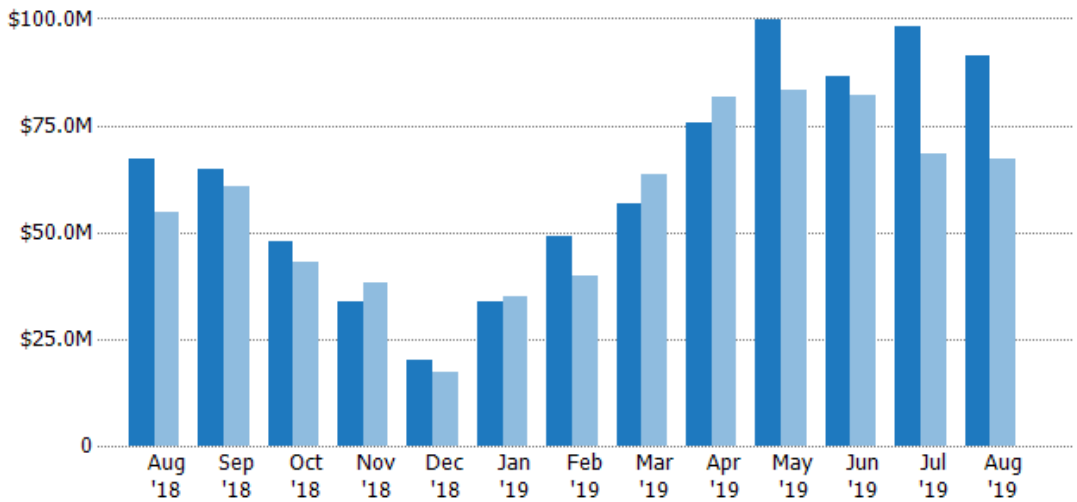
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Aug '19	\$91.5M	36.1%
Aug '18	\$67.2M	22.7%
Aug '17	\$54.8M	-4.3%



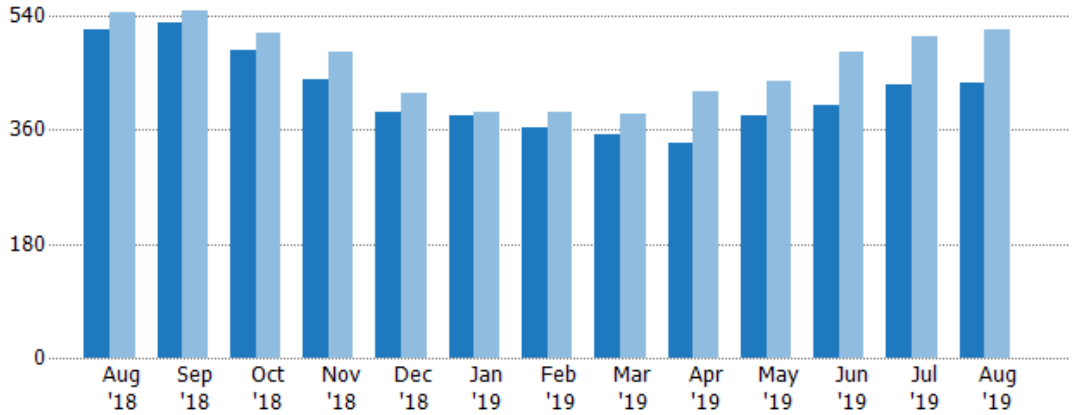
Current Year	\$67.2M	\$64.7M	\$47.9M	\$33.6M	\$19.9M	\$33.8M	\$49M	\$56.6M	\$75.8M	\$100M	\$86.5M	\$98M	\$91.5M
Prior Year	\$54.8M	\$60.7M	\$43.1M	\$38.3M	\$17.2M	\$34.9M	\$39.6M	\$63.5M	\$81.8M	\$83.2M	\$82.2M	\$68.4M	\$67.2M
Percent Change from Prior Year	23%	7%	11%	-12%	16%	-3%	24%	-11%	-7%	20%	5%	43%	36%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



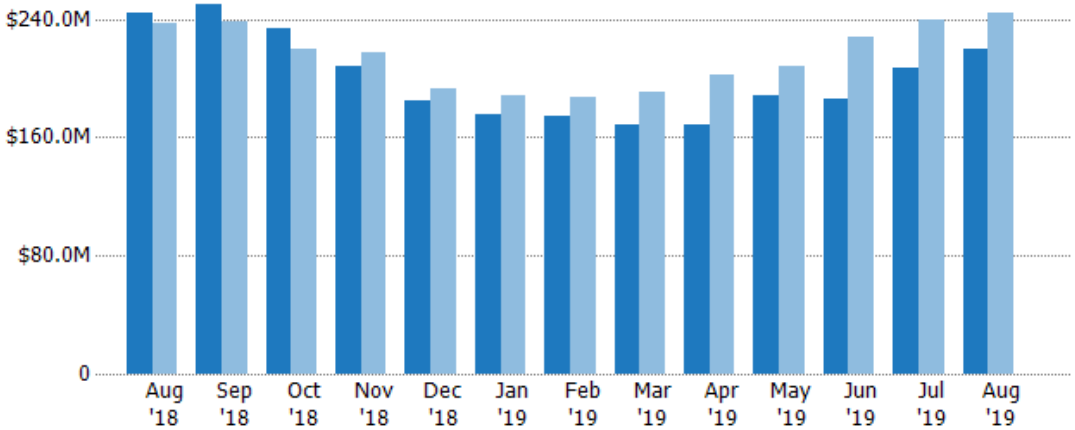
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	518	529	485	439	389	382	363	353	340	382	399	430	434
Prior Year	544	548	512	484	418	388	388	384	421	436	483	506	518
Percent Change from Prior Year	-5%	-3%	-5%	-9%	-7%	-2%	-6%	-8%	-19%	-12%	-17%	-15%	-16%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



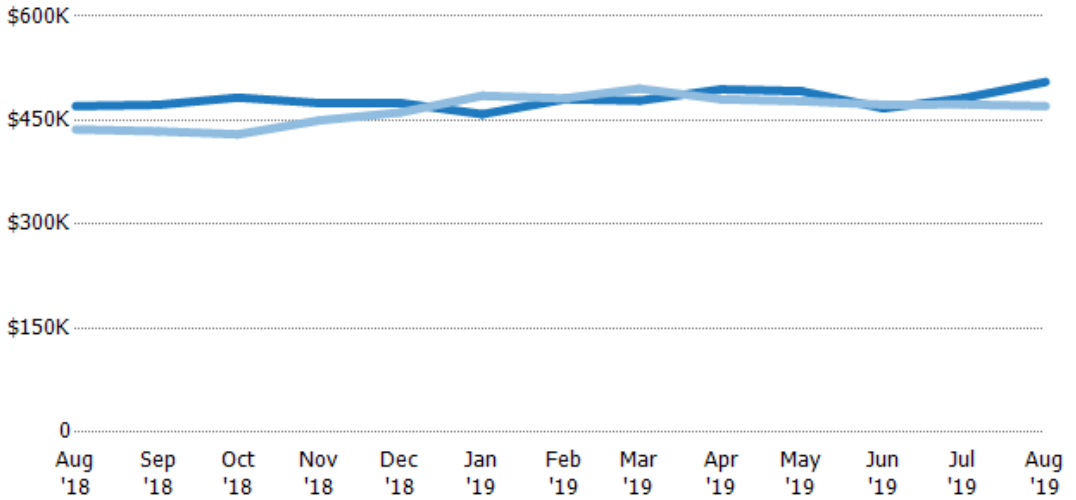
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$244M	\$250M	\$234M	\$208M	\$185M	\$175M	\$174M	\$169M	\$168M	\$188M	\$186M	\$207M	\$219M
Prior Year	\$238M	\$238M	\$220M	\$218M	\$193M	\$188M	\$187M	\$190M	\$202M	\$208M	\$228M	\$239M	\$244M
Percent Change from Prior Year	3%	5%	6%	-4%	-4%	-7%	-7%	-11%	-17%	-10%	-18%	-13%	-10%

Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



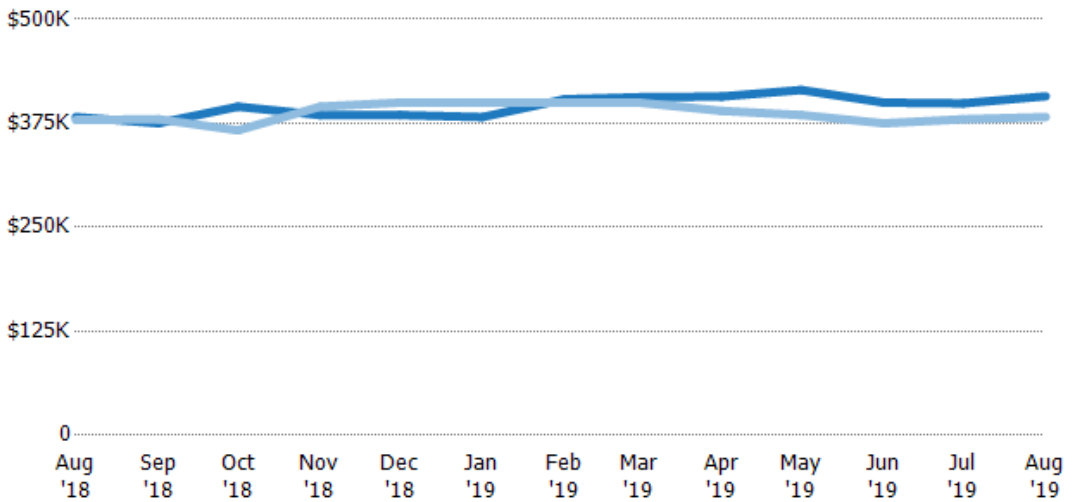
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$470K	\$472K	\$483K	\$475K	\$475K	\$459K	\$480K	\$478K	\$495K	\$492K	\$467K	\$482K	\$505K
Prior Year	\$437K	\$434K	\$430K	\$450K	\$461K	\$485K	\$482K	\$496K	\$480K	\$478K	\$472K	\$473K	\$470K
Percent Change from Prior Year	8%	9%	12%	5%	3%	-5%	0%	-4%	3%	3%	-1%	2%	7%

Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



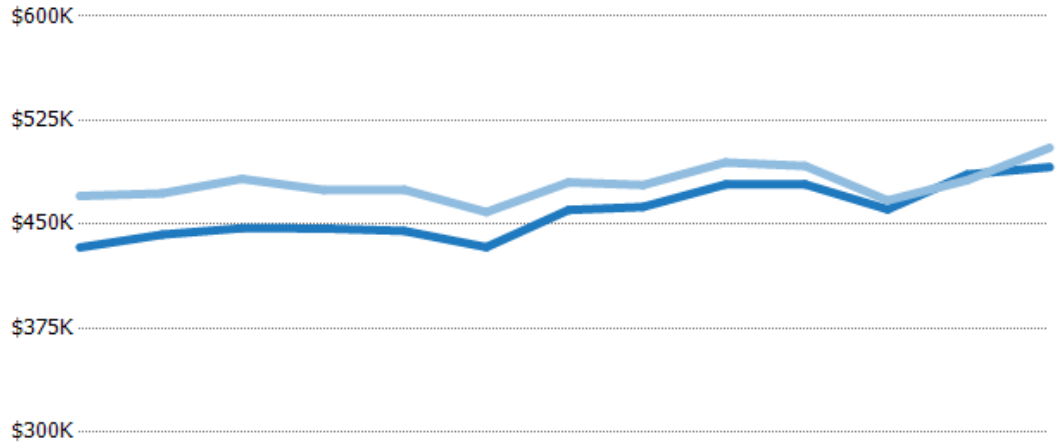
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$382K	\$375K	\$395K	\$385K	\$385K	\$382K	\$404K	\$406K	\$407K	\$415K	\$400K	\$399K	\$407K
Prior Year	\$379K	\$380K	\$366K	\$395K	\$400K	\$400K	\$400K	\$400K	\$390K	\$385K	\$375K	\$380K	\$382K
Percent Change from Prior Year	1%	-1%	8%	-3%	-4%	-4%	1%	2%	4%	8%	7%	5%	7%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



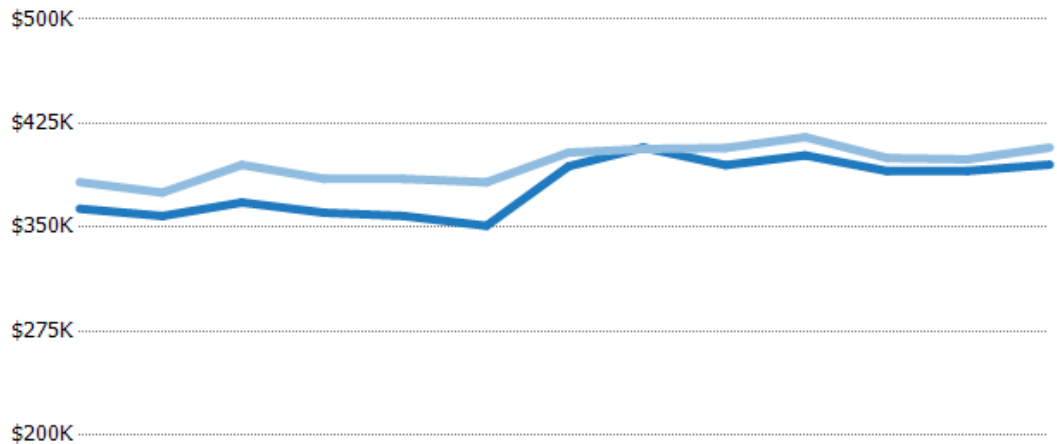
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$433K	\$443K	\$447K	\$447K	\$445K	\$434K	\$460K	\$463K	\$479K	\$479K	\$461K	\$486K	\$491K
Avg Listing Price	\$470K	\$472K	\$483K	\$475K	\$475K	\$459K	\$480K	\$478K	\$495K	\$492K	\$467K	\$482K	\$505K
Avg Listing Price as a % of Avg Est Value	109%	107%	108%	106%	107%	106%	104%	103%	103%	103%	101%	99%	103%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



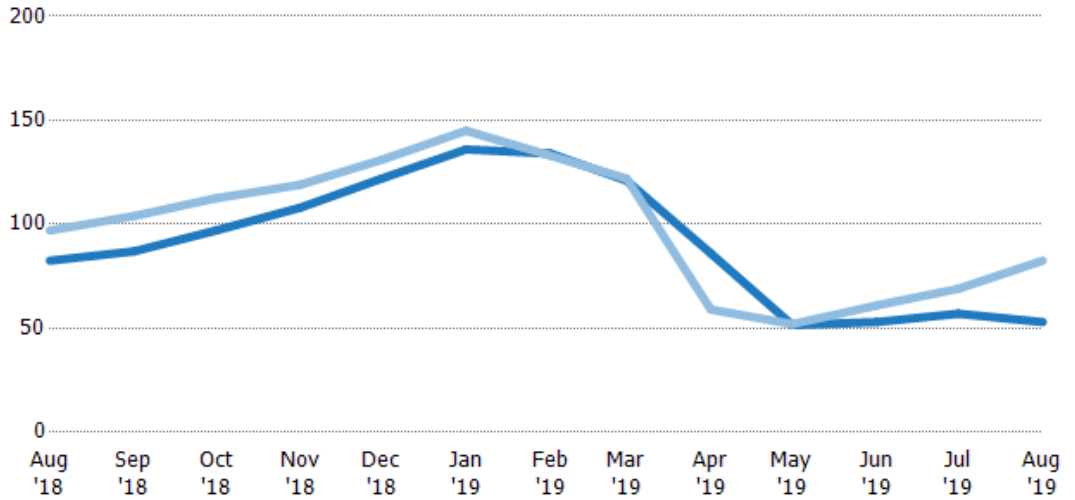
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$363K	\$358K	\$368K	\$361K	\$358K	\$351K	\$394K	\$408K	\$395K	\$402K	\$390K	\$391K	\$395K
Median Listing Price	\$382K	\$375K	\$395K	\$385K	\$385K	\$382K	\$404K	\$406K	\$407K	\$415K	\$400K	\$399K	\$407K
Med Listing Price as a % of Med Est Value	105%	105%	107%	107%	107%	109%	103%	100%	103%	103%	102%	102%	103%

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



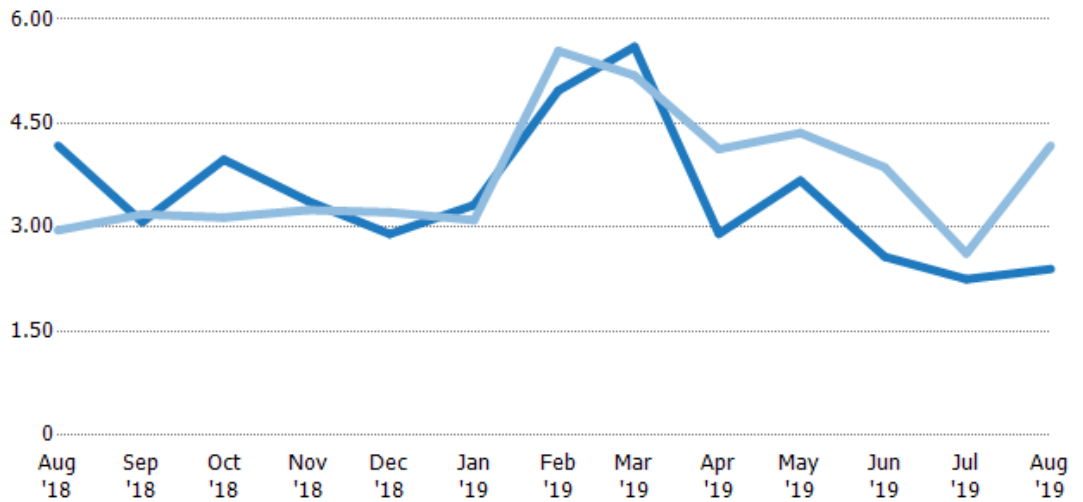
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	82.5	87	97	108	122	136	134	121	86	51.5	53	57	53
Prior Year	97	104	113	119	131	145	133	122	59	52	61	69	82.5
Percent Change from Prior Year	-15%	-16%	-14%	-9%	-7%	-6%	1%	-1%	46%	-1%	-13%	-17%	-36%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



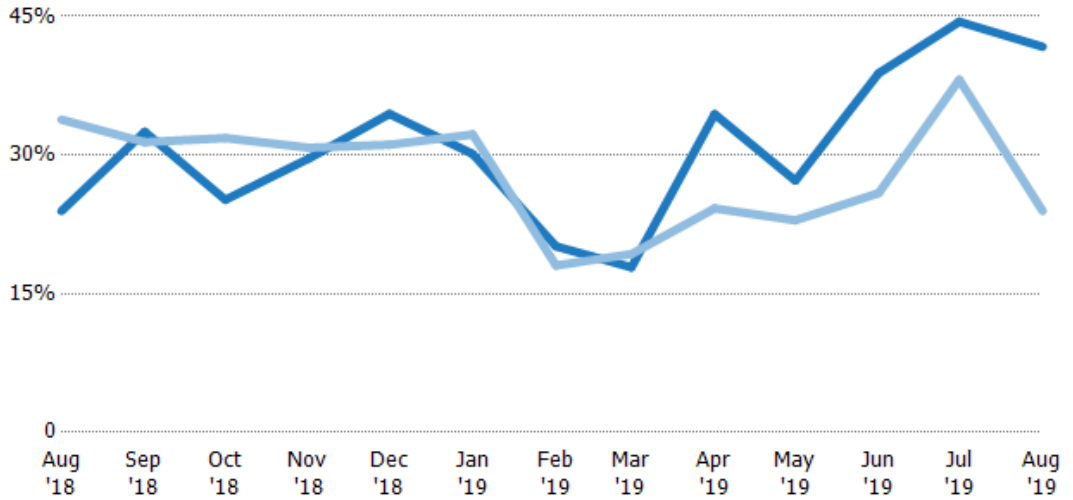
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	4.18	3.08	3.98	3.38	2.9	3.32	4.97	5.6	2.91	3.67	2.57	2.25	2.4
Prior Year	2.96	3.19	3.14	3.25	3.22	3.1	5.54	5.19	4.13	4.36	3.86	2.62	4.18
Percent Change from Prior Year	41%	-3%	27%	4%	-10%	7%	-10%	8%	-30%	-16%	-33%	-14%	-43%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Rate	Chg.
Aug '19	42%	-17.8%
Aug '18	24%	9.9%
Aug '17	34%	-25.4%

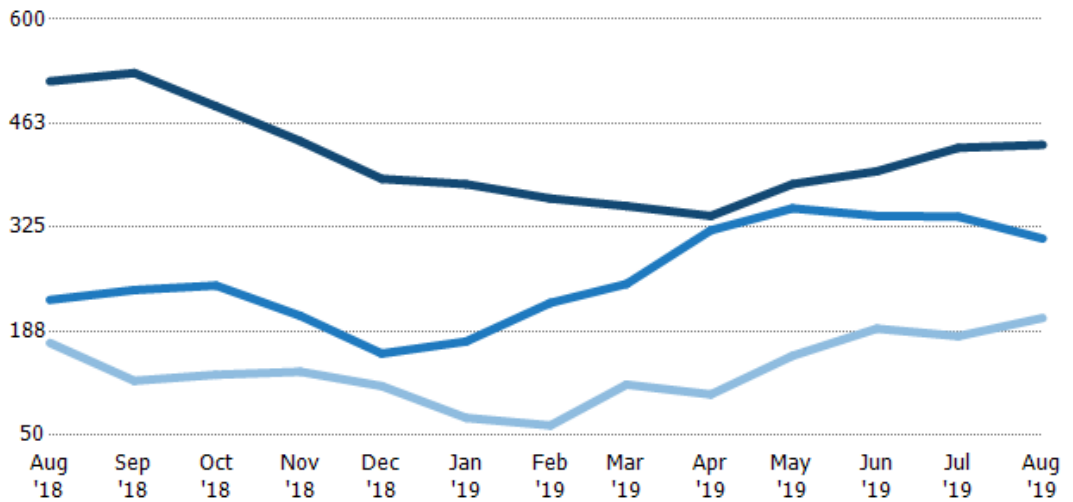
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	24%	33%	25%	30%	34%	30%	20%	18%	34%	27%	39%	44%	42%
Prior Year	34%	31%	32%	31%	31%	32%	18%	19%	24%	23%	26%	38%	24%
Change from Prior Year	10%	-1%	7%	1%	-3%	2%	-2%	1%	-10%	-4%	-13%	-6%	-18%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	518	529	485	439	389	382	363	353	340	382	399	430	434
Pending	229	242	248	208	158	174	225	250	321	350	340	339	310
Sold	172	122	130	134	115	73	63	117	104	155	191	181	205

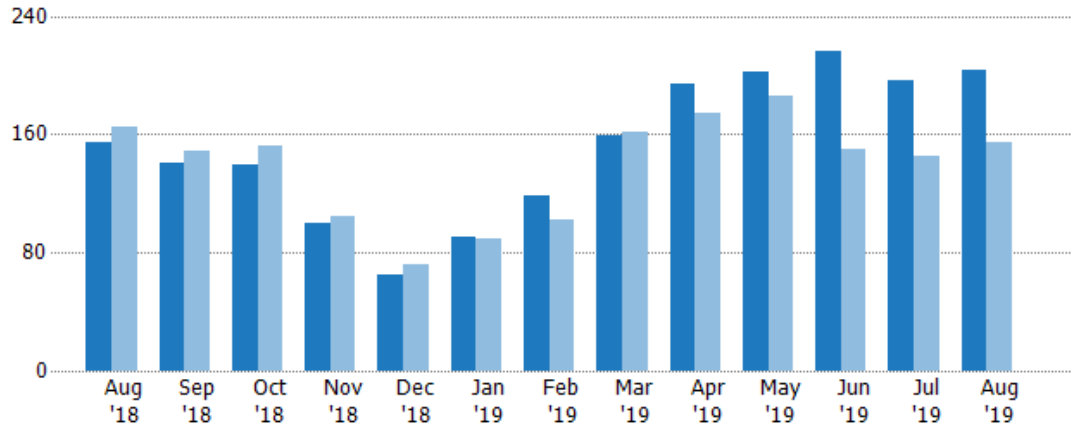
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Aug '19	204	31.6%
Aug '18	155	-6.1%
Aug '17	165	-10.3%



Current Year	155	141	140	100	65	91	118	159	194	202	216	196	204
Prior Year	165	149	152	105	72	89	102	161	174	186	150	145	155
Percent Change from Prior Year	-6%	-5%	-8%	-5%	-10%	2%	16%	-1%	11%	9%	44%	35%	32%

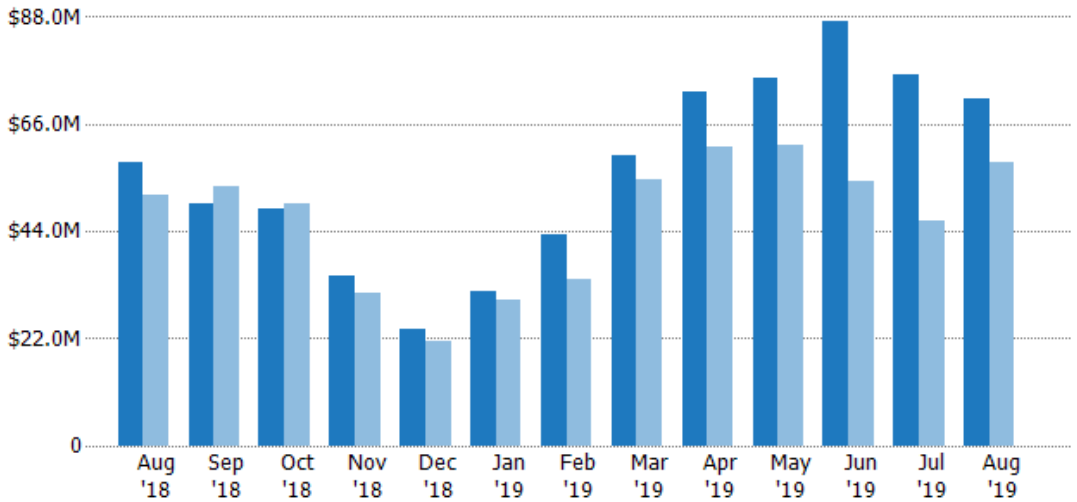
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Aug '19	\$71.2M	22.2%
Aug '18	\$58.3M	13%
Aug '17	\$51.5M	-5.1%



Current Year	\$58.3M	\$49.7M	\$48.5M	\$35M	\$23.9M	\$31.6M	\$43.4M	\$59.7M	\$72.5M	\$75.3M	\$87M	\$76.1M	\$71.2M
Prior Year	\$51.5M	\$53.2M	\$49.8M	\$31.5M	\$21.5M	\$30M	\$34M	\$54.6M	\$61.3M	\$61.6M	\$54.4M	\$46.3M	\$58.3M
Percent Change from Prior Year	13%	-7%	-3%	11%	11%	5%	28%	9%	18%	22%	60%	64%	22%

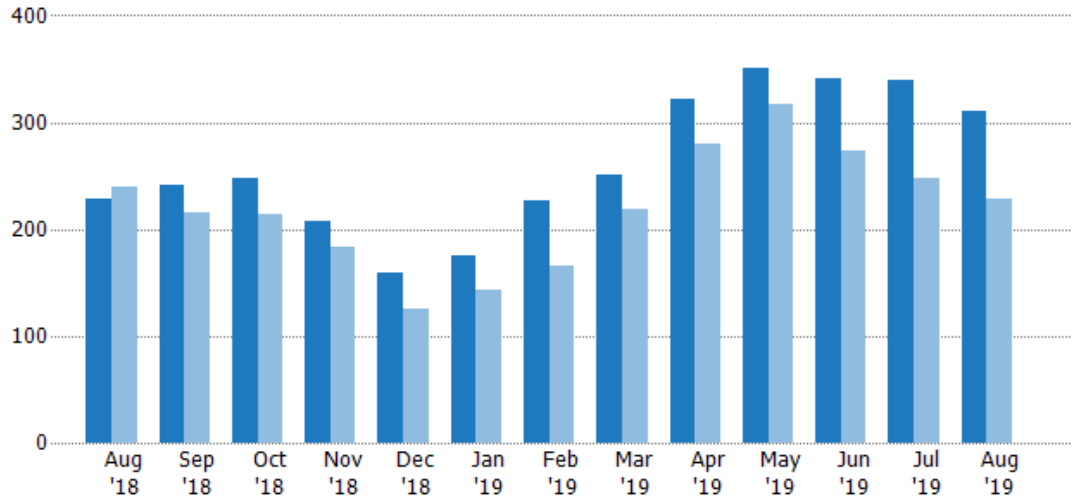
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Aug '19	311	35.8%
Aug '18	229	-4.2%
Aug '17	239	13%



Current Year	229	242	248	208	159	175	226	251	322	351	341	340	311
Prior Year	239	215	214	183	125	143	165	218	280	317	274	248	229
Percent Change from Prior Year	-4%	13%	16%	14%	27%	22%	37%	15%	15%	11%	24%	37%	36%

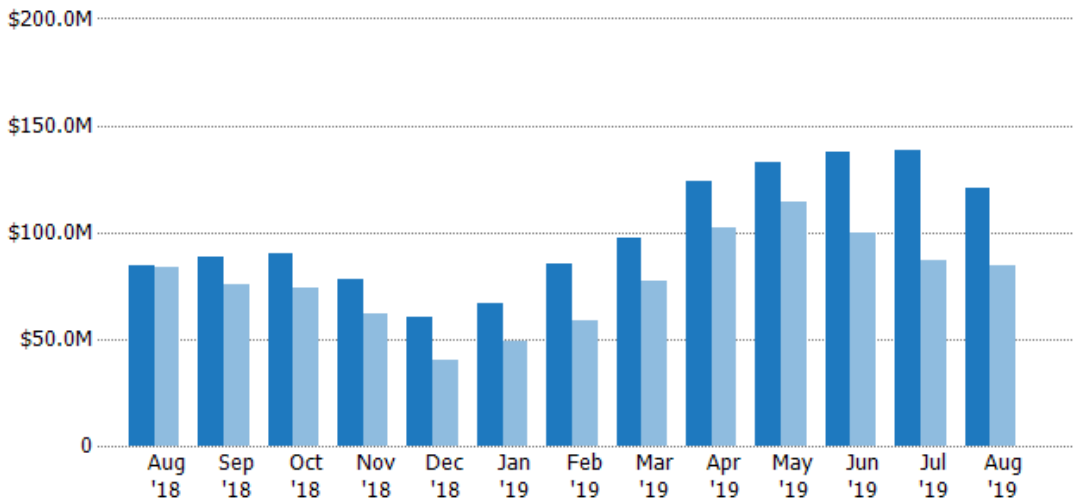
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Aug '19	\$121M	43.2%
Aug '18	\$84.4M	0.6%
Aug '17	\$83.9M	10%



Current Year	\$84.4M	\$88.1M	\$89.9M	\$77.6M	\$60.1M	\$66.8M	\$84.9M	\$97.5M	\$124M	\$133M	\$137M	\$138M	\$121M
Prior Year	\$83.9M	\$75.4M	\$74.1M	\$61.5M	\$40.1M	\$49.2M	\$58.7M	\$77.3M	\$102M	\$114M	\$100M	\$87.2M	\$84.4M
Percent Change from Prior Year	1%	17%	21%	26%	50%	36%	45%	26%	21%	16%	38%	59%	43%

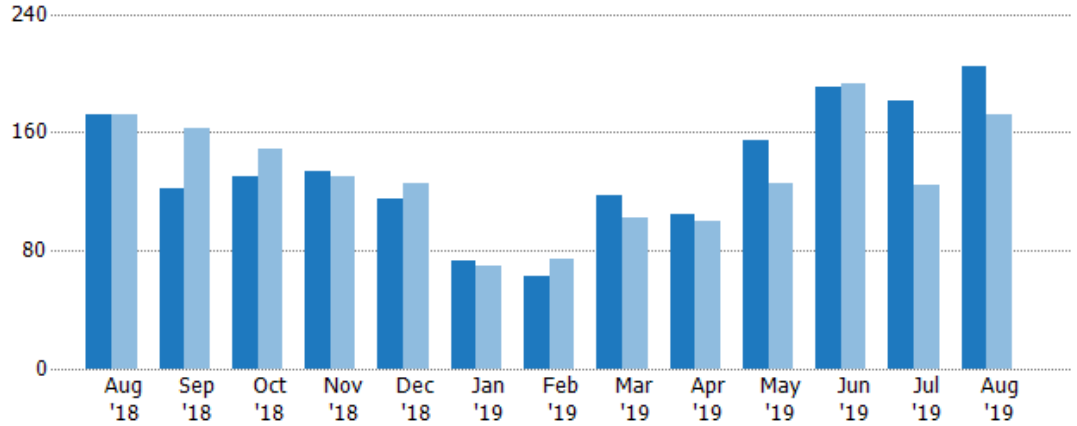
Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Aug '19	205	19.2%
Aug '18	172	0%
Aug '17	172	-11%



Current Year	172	122	130	134	115	73	63	117	104	155	191	181	205
Prior Year	172	163	149	130	125	70	74	102	100	125	193	124	172
Percent Change from Prior Year	0%	-25%	-13%	3%	-8%	4%	-15%	15%	4%	24%	-1%	46%	19%

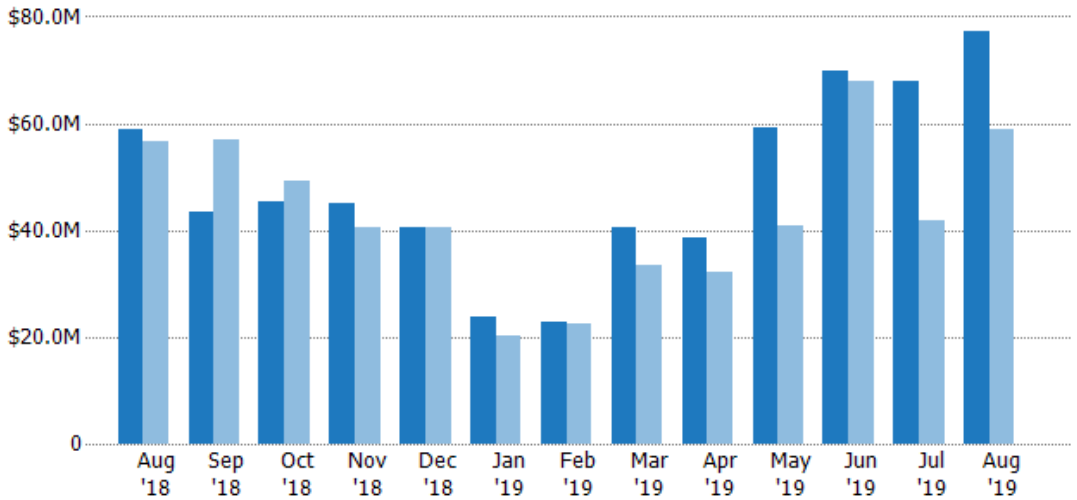
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Aug '19	\$77.2M	31%
Aug '18	\$59M	4%
Aug '17	\$56.7M	-19.3%



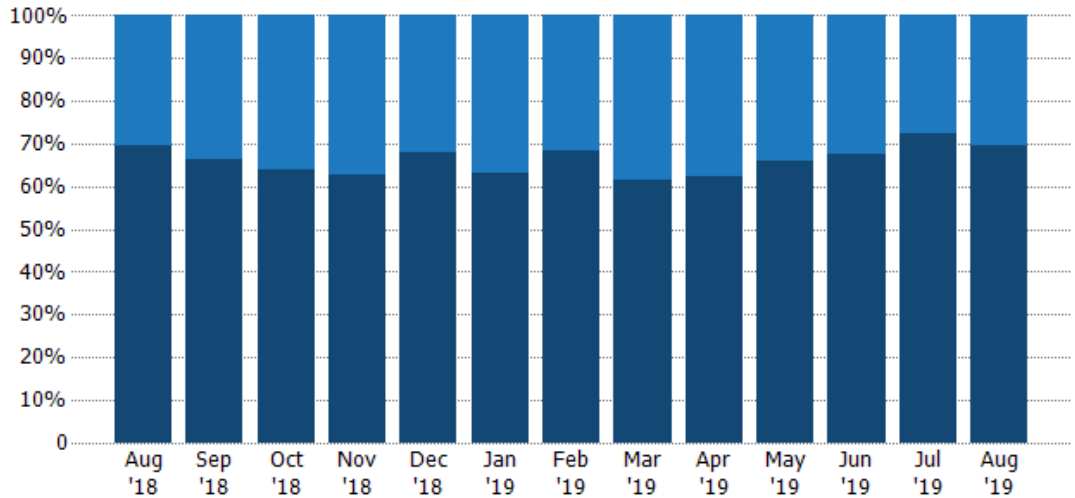
Current Year	\$59M	\$43.5M	\$45.2M	\$45M	\$40.5M	\$23.8M	\$22.9M	\$40.6M	\$38.7M	\$59.3M	\$69.7M	\$67.8M	\$77.2M
Prior Year	\$56.7M	\$56.9M	\$49.3M	\$40.4M	\$40.4M	\$20.2M	\$22.4M	\$33.4M	\$32.3M	\$40.9M	\$68M	\$41.7M	\$59M
Percent Change from Prior Year	4%	-24%	-8%	11%	0%	18%	2%	22%	20%	45%	3%	63%	31%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



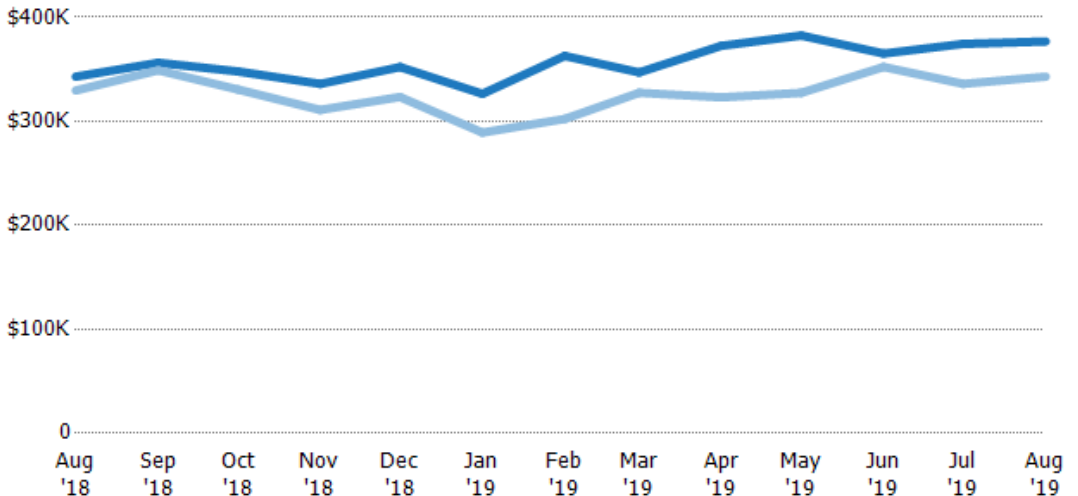
Condo/Townhouse	30%	34%	36%	37%	32%	37%	32%	38%	38%	34%	32%	28%	30%
Single Family Residence	70%	66%	64%	63%	68%	63%	68%	62%	63%	66%	68%	72%	70%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Current Year	\$343K	\$356K	\$348K	\$336K	\$352K	\$326K	\$363K	\$347K	\$373K	\$382K	\$365K	\$374K	\$377K
Prior Year	\$330K	\$349K	\$331K	\$311K	\$323K	\$289K	\$302K	\$327K	\$323K	\$327K	\$352K	\$336K	\$343K
Percent Change from Prior Year	4%	2%	5%	8%	9%	13%	20%	6%	15%	17%	4%	11%	10%

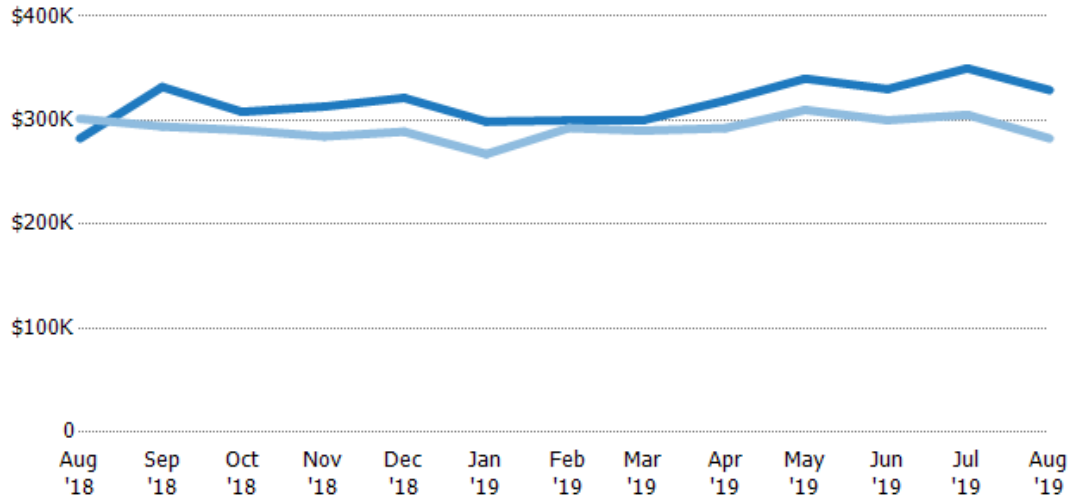
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Aug '19	\$329K	16.5%
Aug '18	\$283K	-6.3%
Aug '17	\$302K	-12.1%



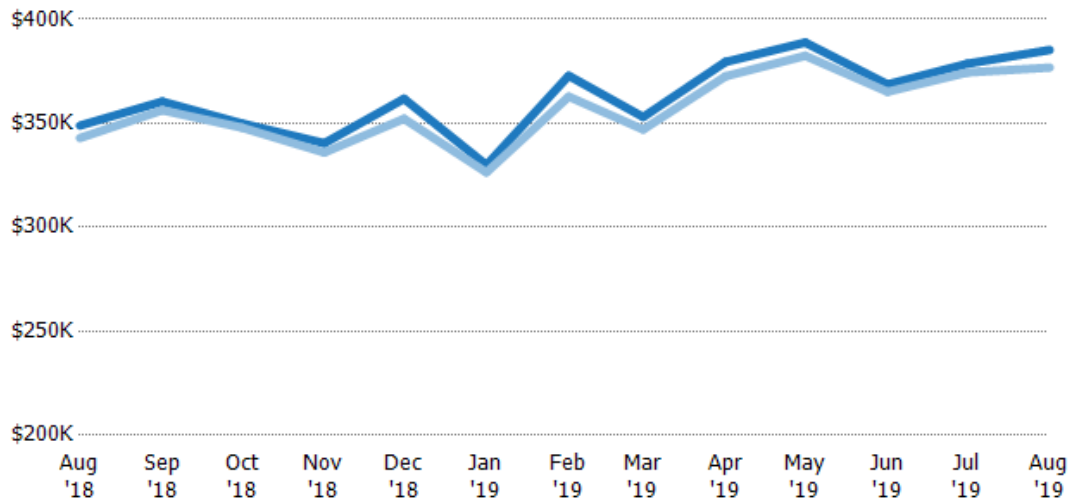
Current Year	\$283K	\$332K	\$308K	\$313K	\$322K	\$299K	\$300K	\$300K	\$319K	\$340K	\$330K	\$350K	\$329K
Prior Year	\$302K	\$294K	\$291K	\$284K	\$289K	\$268K	\$293K	\$290K	\$292K	\$310K	\$300K	\$305K	\$283K
Percent Change from Prior Year	-6%	13%	6%	10%	11%	12%	3%	3%	9%	10%	10%	15%	16%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



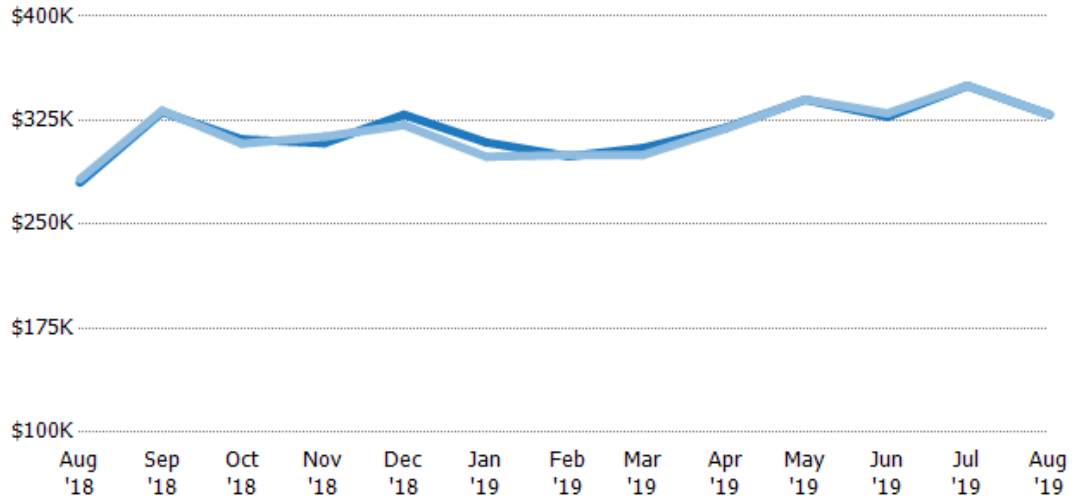
Avg List Price	\$349K	\$360K	\$350K	\$340K	\$362K	\$330K	\$373K	\$353K	\$380K	\$389K	\$369K	\$379K	\$385K
Avg Sales Price	\$343K	\$356K	\$348K	\$336K	\$352K	\$326K	\$363K	\$347K	\$373K	\$382K	\$365K	\$374K	\$377K
Avg Sales Price as a % of Avg List Price	98%	99%	99%	99%	97%	99%	97%	98%	98%	98%	99%	99%	98%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



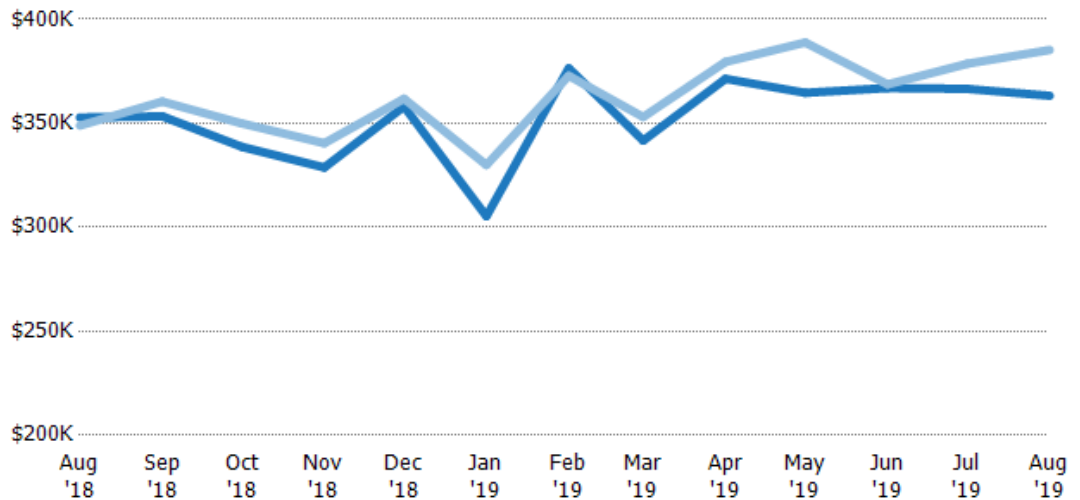
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$280K	\$331K	\$311K	\$309K	\$329K	\$309K	\$299K	\$305K	\$320K	\$340K	\$328K	\$350K	\$329K
Median Sales Price	\$283K	\$332K	\$308K	\$313K	\$322K	\$299K	\$300K	\$300K	\$319K	\$340K	\$330K	\$350K	\$329K
Med Sales Price as a % of Med List Price	101%	100%	99%	102%	98%	97%	100%	98%	100%	100%	101%	100%	100%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



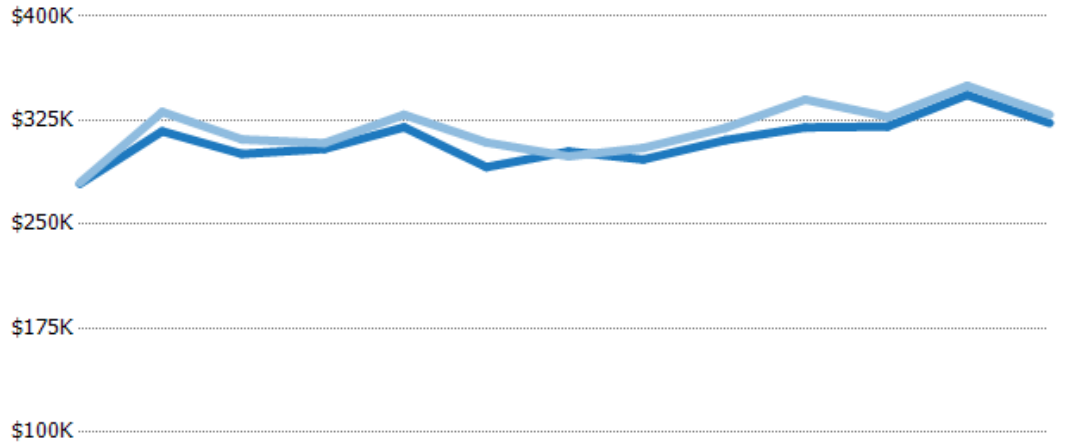
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$353K	\$353K	\$339K	\$329K	\$358K	\$305K	\$376K	\$342K	\$371K	\$365K	\$367K	\$367K	\$363K
Avg Sales Price	\$349K	\$360K	\$350K	\$340K	\$362K	\$330K	\$373K	\$353K	\$380K	\$389K	\$369K	\$379K	\$385K
Avg Sales Price as a % of Avg Est Value	99%	102%	103%	104%	101%	108%	99%	103%	102%	107%	100%	103%	106%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$279K	\$317K	\$301K	\$304K	\$320K	\$291K	\$302K	\$297K	\$311K	\$320K	\$320K	\$343K	\$323K
Median Sales Price	\$280K	\$331K	\$311K	\$309K	\$329K	\$309K	\$299K	\$305K	\$320K	\$340K	\$328K	\$350K	\$329K
Med Sales Price as a % of Med Est Value	100%	104%	103%	101%	103%	106%	99%	103%	103%	106%	102%	102%	102%